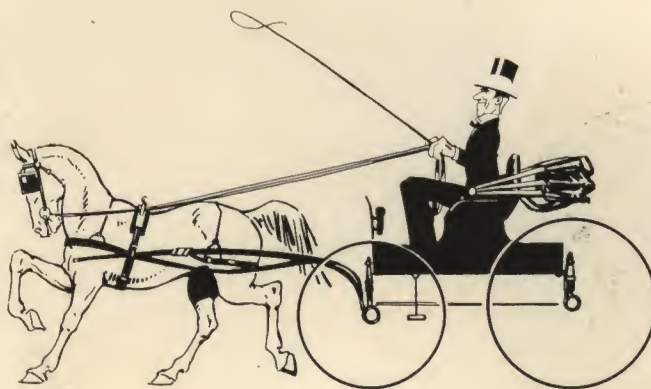


C. F. HANCOCK
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NEW ORLEANS
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Cutting Towel Bills Everywhere

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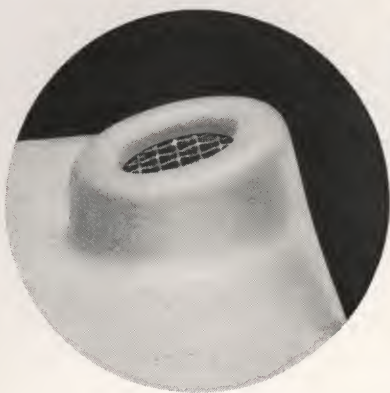
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CHICAGO HARDWARE FOUNDRY CO.



"Gimme a horse every time —"

"Git a horse, git a horse, mister," they used to call to the daring soul venturing forth in his "devil-wagon" thirty or thirty-five years ago. But that was a long time back and who to-day would even question the efficacy of the automobile? Opposition must yield before facts and Prejudice give way to Proof..... in public washrooms as well as public thoroughfares. And that is the reason for this booklet—to explain how the modern, electrical Sani-Dri method for drying faces and hands is rapidly replacing paper and cloth towels wherever used in quantities.

Hundreds of business executives who first picked up this book as you are now doing have since saved their organizations, hundreds, and in many instances, thousands of dollars by lowering washroom upkeep expense.



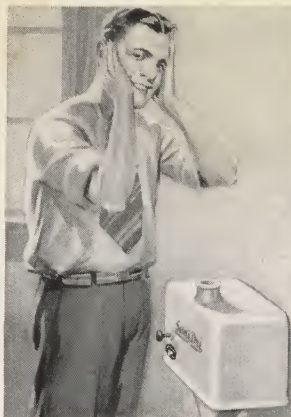
The Nozzle Tilts

The tilted nozzle shown here is one of the design features of the new pedal-type Sani-Dri pictured to right and described below. Because of this tilted design, the air current is deflected sufficiently to prevent any possibility of occasional particles of moisture being blown on the user.



Announcing the Pedal Type Sani-Dri

AN additional model designed to suit the desires of those who prefer the pedal to push-button type of operation. The pedal type Sani-Dri operates as long as pressure is exerted on the pedal, and shuts off when pedal is released. Some slight changes have also been made in the design of the pedestal, case and nozzle. Both models are otherwise the same and furnish the same excellent, economical service.



DRIES BY EVAPORATION
—NATURE'S WAY

*I*T frequently happens that those expenses we take for granted are the ones we can most readily cut.

Take for instance the matter of your towel bills—you may have considered these as essential and unavoidable, even though a trifle burdensome. Possibly you have thought of them in the same category as power and light bills—something that just had to be. Or again you may have felt that because paper towels are furnished in your lavatories, you are keeping towel expense as low as it can go.

But are you? An investigation of the amounts you are paying out for drying service may surprise you. Take the item of paper towels for instance. They cost you easily \$3.50 a person a year—a conservative estimate—as you will find by checking up your own figures. In other words, if one hundred people use your washrooms regularly, your yearly expense for paper towels will be \$350. Or if you are furnishing an individual cloth towel service, your yearly expense will climb still higher—leaping to \$5.00 per person or to \$500 for one hundred persons. But whether paper or cloth towels are used, you will agree that their expense is obviously worth saving, especially when you can furnish an incomparably better drying service.

*Install Sani-Dri and you wipe this out—
You cut your towel bill 50% to 90%*

This is precisely what you will do when you throw out your towels and equip your washrooms with Sani-Dri electric dryers. Your drying expense immediately drops from \$5.00 or \$3.50 per person per year to a yearly current expense per person of 30c, a cut of 50% to 90%.

A touch of the button or a pressure of the foot pedal (depending upon which type Sani-Dri you prefer) sets the motor fan in action blowing a blast of sun-warm air through the nozzle and over the face and hands. If you use the Sani-Dri properly, massaging the face and hands vigorously while the air evaporates the moisture, you will find the skin enjoys marked benefits. Because the drying is thoroughly done, harshness and chapping are absolutely eliminated. Because of the healthful massaging, the skin is stimulated, bringing the natural oils to the surface and leaving it soft and smooth. Because the Sani-Dri method is clean and sanitary, the danger

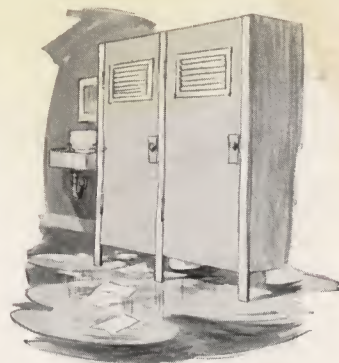


A PERFECT DRY QUICKLY



of spreading skin eruptions is eliminated. In fact, users of Sani-Dri have discovered that its regular use reduces skin eruptions and makes the skin healthful.

This is Nature's own method of drying—the way you dried yourself in the old days on the banks of the old swimming hole. Is the healthiest method known to man—the combination of sun-warmth, a brisk air current and gentle massaging. It is the same method used by the professional masseur to rest the tired muscles. It is practical, thorough and ideally adapted for the public washroom where efficiency, as well as economy, must be considered.

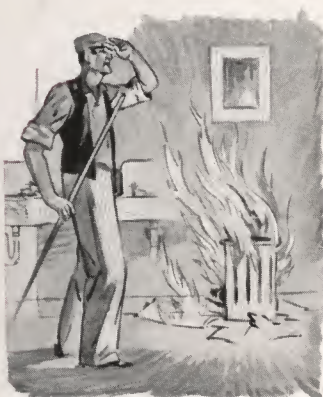


NO MORE CLOGGED
PLUMBING LIKE THIS

No towel ever dried like Sani-Dri— Nature's own method of drying

Massage your skin with proper briskness while holding your hands or face over the Sani-Dri nozzle and your skin will be thoroughly dry in from 30 to 40 seconds—no longer than it takes to dry the skin in the same thorough manner with a towel.

Drying with Sani-Dri is a joy to the tired office worker. In the afternoon when muscles are all fagged and the nerves are on edge, wash your hands and face—then Sani-Dri them. The effect is almost magical. Hand and face muscles feel refreshed and reinvigorated. The languid weariness is completely gone—you feel completely rested, ready to tackle your work with renewed zest.



DO AWAY WITH THIS HAZARD

Users of your washrooms appreciate Sani-Dri after they become accustomed to using it. In this respect, the history of Sani-Dri has been no different from that of the dictating machine, the adding machine and before these, the typewriter. Old habits must be up-rooted and new improved methods introduced by education and patience. The human mind dislikes a change and at first greets any innovation, regardless of its advantages, with indifference and even hostility. But soon acquaintance breaks down the barrier of suspicion and the new "contraption" becomes tolerated, is next welcome and then taken for granted. After using Sani-Dri regularly, there is no desire to go back to towels. This is because Sani-





YOUR JANITOR EXPENSE
CUT DOWN

Dri refreshes as it dries, keeps the skin in a healthful, youthful condition, prevents chapping and protects against the spread of infection. And you, who foot the bills, will gladly go through a 60 or 90-day educational period in order to give users of your washrooms these advantages and save yourself many hundreds of dollars a year, possibly more.

You do away with plumbing bills, fire hazards and reduce janitor service with Sani-Dri

The savings you pocket, however, are not limited to the vast difference between the large sums paid out for towel service and the minimum expense for electric current. It is true that these savings will enable your Sani-Dri equipment to pay for itself in from 12 to 18 months. But you enjoy many others in addition. You immediately cut down the heavy porter expense necessary for cleaning up the unsightly mess and litter caused by the use of paper towels. Plumber bills are reduced because you no longer have to contend with the problem of clogged plumbing. Fire hazard, too, is lowered because the waste towel container, where carelessly thrown cigarette ends have started many a serious fire, is gone.

When you banish towels and equip with Sani-Dri electric dryers, your washroom immediately becomes and remains neat, clean and sanitary. Instead of the unsightly insanitary roller towels or dirty, messy piles of crumpled paper and cloth towels, there meets the visitor's eye, a neat and clean, spick and span battery of gleaming white porcelain enamel Sani-Dri machines ranged in an orderly row.

The Savings Commence from the Hour You Install Sani-Dri Dryers

Is there any other corner in your office or plant where sizable savings can be more promptly effected? In these days of looking for profits "within our four walls," Sani-Dri electric drying equipment offers you a sure and certain method of making a profit by cutting your washroom maintenance expense 50 to 90%. If your yearly saving is only \$60.00 as in the case of establishments where approximately 20 people use the wash-rooms—it is worth while. And if



"WHO'S GOT MY TOWEL?"





"FRED—THOSE SANI-DRI MACHINES HAVE PAID
FOR THEMSELVES IN 12 MONTHS"

you save \$2,000 or \$3,000 yearly, as has been the experience of many large users of Sani-Dri, the saving is even more so. Sani-Dri invariably writes off its cost in from ten to eighteen months.

A business executive recently announced in an article written for a large national magazine that it was good business judgment to purchase any piece of equipment that could pay for itself in two years. Sani-Dri pays for itself in even less and continues to pile up savings in after years for its owner.

Who can use Sani-Dri profitably? Practically any organization, place or building maintaining public washrooms. Offices, schools, public buildings, railroad stations, department stores, skyscrapers, theatres, hotels, banks, libraries and factories can successfully use Sani-Dri. There are thousands of Sani-Dri's in successful operation today in the United States, Canada and foreign countries.

May we suggest that you let Sani-Dri prove itself in your washrooms? Order one machine for a test. Then by attaching a watt-hour meter and tabulating the costs, for a period of one month, you can get an accurate picture of the savings you are sure to enjoy. Just as soon as you commence making the test, you will begin saving money in your washrooms.

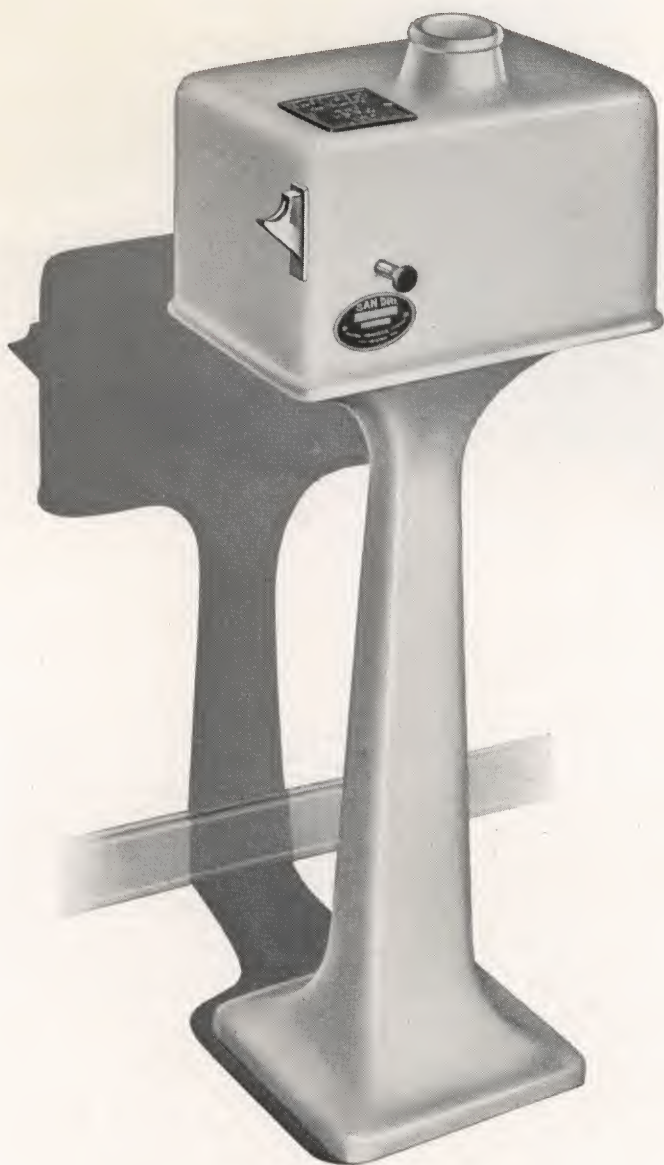
CHICAGO HARDWARE FOUNDRY CO.

WORKS: NORTH CHICAGO, ILLINOIS

GENERAL SALES OFFICE:
209 W. RANDOLPH STREET
CHICAGO

Sani-Dri

FOR DRYING HANDS AND FACE



*Coin operated Sani-Dri
now available for public washrooms*

THIS vending machine type Sani-Dri is especially desirable for railway stations, amusement parks, public buildings, ball parks, race-tracks, comfort stations—in fact any public enterprise where public lavatory service is furnished and towels constitute an expense. It operates with pennies and can be set to run 40 to 60 seconds before shutting off. Additional information furnished upon request.



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